



File No. 112-4/2013-BP Ent

Dated: 31 Dec 2013

Tariff Circular

Subject: Tariff of Managed Network Services (MNS).

BSNL had been providing MNS services in partnership with M/s Trimax IT Infrastructure & Services Limited till 31st Aug 2013, the tariff of which was issued vide No. 112-10/2008-Comm dated 11th Nov 2008, No. 112-10/03-Comm dated 04 Feb 2009 and No. 10-4/EB/2009-R&C dated 3 June 2009. The agreement with M/s Trimax was extended till 31 Aug 2013 after which it was no longer valid and MNS services were not available in BSNL bouquet of services till now.

2. Now, after floating a new EOI, BSNL has signed a new agreement with M/s Trimax to provide MNS services. These new MNS services are not an extension of earlier provided MNS services but new MNS services under new agreement.

3. The MNS services will now be provided under following four flavours:

- (i) MNS service with Router+Modem/Converter+SLA
- (ii) MNS service with Modem/Converter+SLA (without Router)
- (iii) MNS service with Router+SLA (without Modem/Converter)
- (iv) MNS service with SLA only (without Router & Modem/Converter)

Each of these flavours will be available in two SLA types, Gold (99%) & Platinum (99.5%).

4. **Tariff for MNS services:** The competent authority has approved following tariff for MNS services.

MNS Tariff in Rs						
	MNS Service with Router +Modem/Converter+SLA			MNS Service with Modem/ Converter+SLA (without Router)		
Bandwidth	Annual	Monthly	Quarterly	Annual	Monthly	Quarterly
128 Kbps	224750	20432	61295	159500	14500	43500
256 Kbps	276950	25177	75532	211700	19245	57736
512 Kbps	292900	26627	79882	229100	20827	62482
1 Mbps	337850	30714	92141	272600	24782	74345
2 Mbps	377000	34273	102818	298700	27155	81464
4 Mbps	554900	50445	151336	455700	41427	124282
8 Mbps	989400	89945	269836	878900	79900	239700
10 Mbps	1081200	98291	294873	929900	84536	253609
16 Mbps	1232500	112045	336136	1082900	98445	295336
34 Mbps	1814750	164977	494932	1585500	144136	432409
45 Mbps	2013440	183040	549120	1782880	162080	486240
100 Mbps	3666800	333345	1000036	3248500	295318	885955
155 Mbps	3867940	351631	1054893	3542200	322018	966055

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MNS Tariff in Rs						
Bandwidth	MNS Service with Router+SLA (without Modem/Converter)			MNS Service with SLA only (without Router & Modem/Converter)		
	Annual	Monthly	Quarterly	Annual	Monthly	Quarterly
128 Kbps	178350	16214	48641	113100	10282	30845
256 Kbps	230550	20959	62877	165300	15027	45082
512 Kbps	246500	22409	67227	181250	16477	49432
1 Mbps	291450	26495	79486	226200	20564	61691
2 Mbps	329150	29923	89768	250850	22805	68414
4 Mbps	522350	47486	142459	421600	38327	114982
8 Mbps	952000	86545	259636	841500	76500	229500
10 Mbps	1043800	94891	284673	892500	81136	243409
16 Mbps	1196800	108800	326400	1045500	95045	285136
34 Mbps	1776250	161477	484432	1547000	140636	421909
45 Mbps	1976480	179680	539040	1744160	158560	475680
100 Mbps	3531520	321047	963142	3209340	291758	875275
155 Mbps	3830560	348233	1044698	3503040	318458	955375

5. **SLA Charge:** The above given rates are for Gold SLA (99% SLA) case, i.e. the Gold SLA charge are included in the above given tariff. For providing Platinum SLA (99.5% SLA), 5% extra will be charged on final discounted rates.
6. The above tariff is **exclusive of service tax** and all other levies, which shall be charged extra as applicable from time to time.
7. **Minimum commitment:** The customer has to give a minimum commitment of 24 months initially. In case of pre-surrender or non-payment, BSNL will be free to resort to any action including legal one as deemed fit by them for the recovery of the amount. In this regard, an undertaking may be taken from the customer.
8. **Local lead charges:** The above given tariff is inclusive of local lead charges if these are within local area of telephone system of city/town (virtual node) and can be provide on existing infrastructure.
9. **Expenditure on provision of exclusive OFC (or other) connectivity to the customer for provision of MNS service** shall be governed by the instructions issued vide no. 119-3/2013-BP Ent dated 02 April 2013 and subsequent clarifications.
10. The existing MNS customers will continue in their existing tariff (earlier MNS tariff with discount) till the completion of their agreement/ commitment with BSNL. After completion of their commitment period, the renewal may be done under new MNS service with new tariff.
11. The details and features of the MNS service and terms & conditions of the agreement with the channel partner and revenue sharing etc will be conveyed by the EB-1 cell of this office.

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Devendra Yadav
31/12/13
(Devendra Yadav)
Addl. GM (BP-Ent)

To

The CGMs, All Telecom Circles, Metro Distts., Regions, Projects, BBNW Circle, ITPC
All GMs / Sr.GMs (Enterprise) Circle / (EB-City)

Copy to:

1. PS to CMD BSNL / All Directors BSNL Board / ED (F) / ED (CN) / ED (CA) BSNL
2. PGM (BBPlg.-CFA)/Sr. GM (EB-I)/GM (EB-II)/ GM (Fin-Ent)/ Sr.GM (LC)/ GM (TP/RA)
BSNL CO

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